

Message Text

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PAGE 01 KUWAIT 04806 010158Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
-----057208 010201Z /70

R 301150Z AUG 78
FM AMEMBASSY KUWAIT
TO USDOC WASHDC
INFO SECSTATE WASHDC 1725
AMEMBASSY ABU DHABI
AMEMBASSY ATHENS
AMEMBASSY BRUSSELS
AMEMBASSY CAIRO
AMEMBASSY DOHA
AMEMBASSY JIDDA
AMEMBASSY LONDON
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMEMBASSY SANA
AMEMBASSY TEHRAN

UNCLAS KUWAIT 4806

ATHENS FOR RTDO

BRUSSELS FOR STATE TRADE OFFICES

COMMERCE FOR ITA/BED/MPD & CAGNE

DEPT. FOR NEA/ARP

E.O. 11652: N/A
TAGS: BFOL, BTIO, BEXP, KU
SUBJECT: INSUFFICIENT DISSEMINATION OF PUMP TRADE
OPPORTUNITIES: AL RASHED CO.

REF: (A) KUWAIT 2169 (NOTAL), (B) KUWAIT 2706 (NOTAL),
(C) KUWAIT 4107 (NOTAL).
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1. ABDULAZIZ ABDULMOHSIN AL RASHED CO. (WTD 8/77) HAS
EXPRESSED TO THE EMBASSY ITS DEEP DISSATISFACTION WITH THE
RESPONSES OF AMERICAN FIRMS TO THE TRADE OPPORTUNITIES OUT-
LINED IN REFS A AND C. IN BOTH CASES AL RASHED RECEIVED
RESPONSES FROM FIRMS WHOSE PRODUCT LINES BORE LITTLE RESEMBLANCE
TO THE PRODUCTS AL RASHED REQUESTED. ALL OTHER INQUIRIES

WERE FROM GENERAL PUMP WHOLESALERS. AT NO TIME DID THEY RECEIVE RESPONSES FROM U.S. MANUFACTURERS OF EITHER PUMPS AND DISPENSERS FOR GASOLINE STATIONS (REF A) OR API APPROVED CENTRIFUGAL GAS/BUNKER FUEL OIL TRANSFER PUMPS (REF C).

2. AL RASHED ALSO NOTED A PHENOMENON WHICH THE EMBASSY HAS LEARNED IS A QUITE COMMON RESULT OF THE TRADE OPPORTUNITIES REPORTED FROM KUWAIT. IN CONTRAST TO THE FEW AND BASICALLY INADEQUATE RESPONSES FROM AMERICAN FIRMS, THERE WERE 50 RESPONSES FROM JAPANESE, GERMAN, ENGLISH AND FRENCH COMPANIES NOTING THE SPECIFIC TOP PROGRAM WORDING OF AL RASHED'S INQUIRY AND OFFERING BASICALLY WHAT THEY WANTED. AL RASHED HAD ONLY EMBASSY KUWAIT TRANSMIT THEIR INTEREST TO U.S. FIRMS.

3. OBVIOUSLY THE SMALL SUBSCRIBER POPULATION TO THE TOP'S PROGRAM CANNOT RESPOND ADEQUATELY TO THE TRADE OPPORTUNITIES GENERATED EXCEPT TO LEAK THEM TO THE FOREIGN COMETITORS OF U.S. FIRMS. WE STRONGLY SUGGEST THAT THE ENTIRE TOP'S PROGRAM BE OVERHAULED AS PART OF THE NEW EXPORT PROMOTION POLICY. AT A VERY MINIMUM, THE SUBSCRIBER POPULATION MUST BE EXPANDED TO COVER ALL FIRMS EXPORTING OR LIABLE TO EXPORT. WE INVITE INFO ADDRESSEES' COMMENTS.

4. ACTION REQUESTED: BECAUSE THE COMMERCIAL MANAGER FINDS UNCLASSIFIED

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IT INCREDIBLE, AS DO WE, THAT NO AMERICAN MANUFACTURER EXISTS FOR THESE PRODUCTS, WE REQUEST COMMERCE TO CONTACT U.S. MANUFACTURERS OF THE FOLLOWING PRODUCTS AND REQUEST THEM TO CONTACT YOUSEF MILHIM, TECHNICAL MANAGER, ABDUL AZIZ ABDUL MOHSIN AL RASHED, P.O. BOX 241, KUWAIT, TELEX: 2063 KT.

A. PUMPING STATIONS WITH (A) SUBMERSIBLE PUMPS, (B) BLENDING CAPACITY, (C) VAPOR RECAPTURE NOZZLES, (D) CLIMATE ADAPTED (ARID CLIMATE, DUST, AND TEMPERATURES ABOVE 120 DEGREES F.), (E) ELECTRONIC DATA DISPLAY BOARD, AND (F) ADAPTED TO 3 PHASE, 250 VOLTS, 50 HZ CYCLE POWER SOURCE.
B. 1240 GAL/MIN, 315 PSI GAS/DIESEL TRANSFER PUMP.
C. 1200 GAL/MIN, 300 PSI CENTRIFUGAL PUMP.
D. 1250 GAL/MIN, 165 PSI FIRE PUMP.
E. 1600 GAL/MIN, 380 PSI GAS/FUEL OIL TRANSFER PUMP.
F. 180 GAL/MIN, 40 PSI GENERAL PURPOSE PUMP.
MAESTRONE

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NNN

Message Attributes

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